

Fiscal Year 2019



Report to the General Assembly
July 1, 2018 - June 30, 2019



Department of Economic Development



The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program ([Missouri Works Summary Page 4](#)).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo, the Department of Economic Development is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit ([Pages 5 - 9](#));
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized ([Pages 5 - 9](#));
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized ([Pages 5 - 9](#));
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included ([Pages 10 - 11](#)); and
5. The Department’s response time for each request for a proposed benefit award under this program ([Page 12-13](#)).

Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	None	Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 120 Works	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits).	An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 140 Works	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits).	An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out-of-state.

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 06/30/2019

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP ¹ in \$
Missouri Works - Mega 140 Works									
COSENTINO SERVICE CORPORATION	Approved	Statutory		\$1,804,055.00	\$2,117,803.00	133	\$1,500,000.00		
IMODULES SOFTWARE, INC.	Approved	Statutory		\$1,813,186.75	\$2,128,522.75	120	\$3,605,997.00		
THE BOEING COMPANY	Approved	Statutory		\$18,701,221.50	\$0.00	400	\$30,000,000.00		
WORLD WIDE TECHNOLOGY HOLDING CO., LLC FKA WORLD WIDE TECHNOLOGY	Approved	Statutory		\$1,816,434.00	\$2,132,336.00	100	\$0.00		
B/E AEROSPACE	Approved	Statutory		\$3,179,098.00	\$3,731,985.00	253	\$29,500,000.00		
CENTENE CORPORATION	Approved	Statutory		\$2,506,614.00	\$2,608,925.00	150	\$748,000,000.00		
RGA ENTERPRISE SERVICES COMPANY	Approved	Statutory		\$2,543,914.00	\$2,986,334.00	150	\$92,365,450.00		
Total Mega 140 Works				\$32,364,523.25	\$15,705,905.75	1,306	\$904,971,447.00		
Missouri Works - Rural Works									
AEE INC. DBA EMERYS PROCESSING	Approved	Statutory		\$0.00	\$89,834.00	23	\$100,000.00		
CHURCH & DWIGHT CO., INC	Approved	Statutory		\$0.00	\$421,957.00	65	\$23,000,000.00		
EMERSON CLIMATE TECHNOLOGIES, INC.	Approved	Statutory		\$0.00	\$415,145.00	85	\$55,400,000.00		
INTEK CORPORATION	Approved	Statutory		\$0.00	\$28,638.00	6	\$232,000.00		
GLADWIN MACHINERY AND SUPPLY CENTRAL STATES	Approved	Statutory		\$0.00	\$50,108.00	2	\$175,000.00		
EMPLOYER ADVANTAGE HOLDINGS, INC.	Approved	Statutory		\$0.00	\$55,672.00	12	\$7,000,000.00		
Total Rural Works				\$0.00	\$1,061,354.00	193	\$85,907,000.00		
Missouri Works - Statewide Works									
VIP CINEMA HOLDINGS, INC.	Approved	Statutory		\$0.00	\$472,607.00	30	\$0.00		
ALPINE AVIATION GROUP, INC.	Approved	Statutory		\$0.00	\$427,908.00	39	\$238,720.00		
CENTRAL STATES MANUFACTURING, INC.	Approved	Statutory		\$0.00	\$692,611.00	88	\$6,300,000.00		
CHOWNOW, INC.	Approved	Discretionary		\$617,631.00	\$1,097,619.00	173	\$1,960,000.00	2.3	\$260,514,249.00
ERVIN CABLE CONSTRUCTION, LLC	Approved	Statutory		\$0.00	\$578,568.00	74	\$411,665.00		

Note:

1 GSP = Gross State Product

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 06/30/2019

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP ¹ in \$
GLASS LEWIS & CO. LLC	Approved	Statutory		\$0.00	\$347,953.34	51	\$1,750,000.00		
GROVE COLLABORATIVE, INC.	Approved	Statutory		\$1,192,061.00	\$0.00	210	\$3,708,500.00		
HEARTLAND DENTAL, LLC	Approved	Statutory		\$0.00	\$395,350.00	25	\$620,000.00		
HLK, LLC	Approved	Statutory		\$0.00	\$2,107,190.00	130	\$10,500,000.00		
JACOBSMEYER CONSTRUCTION COMPANY, LLC	Approved	Statutory		\$0.00	\$182,349.00	13	\$0.00		
KB PODS, LLC	Approved	Statutory		\$0.00	\$349,745.00	63	\$3,685,809.00		
LIMITLESS CREATIONS 2.0, LLC	Approved	Statutory		\$0.00	\$121,181.00	25	\$170,000.00		
MODERN LITHO - KANSAS CITY, LLC	Approved	Statutory		\$0.00	\$419,161.00	42	\$1,000,000.00		
QUAKER WINDOW PRODUCTS CO.	Approved	Discretionary		\$3,411,025.00	\$0.00	290	\$65,330,000.00	1.26	\$289,227,102.00
THRASHER-KC, INC.	Approved	Statutory		\$0.00	\$103,682.00	50	\$250,000.00		
TRIAD, INC.	Approved	Statutory		\$0.00	\$313,017.00	45	\$3,675,000.00		
SUN SOLAR, LLC	Approved	Statutory		\$0.00	\$434,009.00	100	\$4,453,750.00		
PRO METALS, LLC	Approved	Statutory		\$0.00	\$749,926.00	30	\$3,909,980.00		
ARCTIC GLACIER U.S.A., INC.	Approved	Statutory		\$0.00	\$221,258.00	36	\$1,610,800.00		
MEDICAL EQUIPMENT SOLUTIONS, INC. DBA PURAIR PRODUCTS	Approved	Statutory		\$0.00	\$187,641.00	20	\$550,000.00		
CANTEX, INC.	Approved	Statutory		\$0.00	\$407,668.00	60	\$1,750,000.00		
THERMAVANT TECHNOLOGIES, LLC	Approved	Statutory		\$0.00	\$82,868.00	10	\$952,410.00		
CONTINENTAL DISC CORPORATION	Approved	Statutory		\$0.00	\$363,147.00	49	\$11,493,000.00		
SCHAEFFLER GROUP USA, INC. (FAG BEARING)	Approved	Discretionary		\$597,713.00	\$0.00	39	\$40,100,000.00	2.69	\$583,246,000.00
SIERRA BULLETS, LLC	Approved	Statutory		\$0.00	\$268,689.00	32	\$2,000,000.00		
MITEK USA, INC.	Approved	Statutory		\$0.00	\$191,100.00	23	\$1,120,200.00		
DRS SUSTAINMENT SYSTEMS INC.	Approved	Discretionary		\$0.00	\$242,125.00	20	\$7,550,000.00	2.5	\$258,652,000.00
LEGGETT & PLATT, INCORPORATED	Approved	Statutory		\$0.00	\$242,417.00	35	\$10,000,000.00		
YELLOW FROG GRAPHICS	Approved	Statutory		\$0.00	\$385,435.00	50	\$3,400,000.00		

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Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP ¹ in \$
FAIRBANKS SCALES, INC.	Approved	Statutory		\$0.00	\$523,873.00	65	\$1,300,000.00		
MTS LOGISTICS LLC	Approved	Statutory		\$0.00	\$248,488.00	26	\$0.00		
RAILCREW XPRESS, LLC	Approved	Statutory		\$0.00	\$749,162.00	109	\$1,132,500.00		
HOMBASE, LLC DBA HOMEBASE AL	Approved	Discretionary		\$667,181.00	\$2,521,946.00	300	\$43,340,000.00	3.11	\$408,784,000.00
CONEXON, LLC	Approved	Statutory		\$0.00	\$287,770.00	22	\$926,915.00		
AMERICAN CENTURY COMPANIES, INC	Approved	Statutory		\$171,401.00	\$291,845.00	74	\$0.00		
CUSHMAN & WAKEFIELD U.S., INC.	Approved	Discretionary		\$315,820.00	\$982,201.00	100	\$17,400,000.00	2.09	\$1,447,205.00
GLMV ARCHITECTURE, INC.	Approved	Statutory		\$0.00	\$441,807.00	52	\$1,868,760.00		
ODIMO LLC	Approved	Statutory		\$0.00	\$54,153.00	10	\$115,000.00		
BURNS & MCDONNELL, INC.	Approved	Statutory		\$0.00	\$6,532,000.00	250	\$40,000,000.00		
DRS SUSTAINMENT SYSTEMS INC.	Approved	Discretionary		\$0.00	\$230,604.00	12	\$19,100,000.00	3.29	\$262,529,000.00
LUZCO TECHNOLOGIES, LLC	Approved	Statutory		\$0.00	\$160,147.00	10	\$798,000.00		
MCCLURE ENGINEERING COMPANY	Approved	Statutory		\$0.00	\$338,572.00	24	\$1,787,536.00		
ENVISION, LLC	Approved	Statutory		\$0.00	\$1,571,534.00	147	\$140,000.00		
AMERICAN OUTDOOR BRANDS CORP.	Approved	Discretionary		\$1,486,478.00	\$1,486,478.00	274	\$55,000,000.00	2.16	\$340,192,610.00
BRETTON WOODS GROUP, INC.	Approved	Statutory		\$0.00	\$875,291.49	53	\$1,000,000.00		
DATANALYTICS, INC.	Approved	Statutory		\$0.00	\$288,817.00	25	\$43,170.00		
EXEGY, INC	Approved	Statutory		\$0.00	\$499,942.00	30	\$5,400,000.00		
K12 ITC, INC.	Approved	Discretionary		\$63,135.00	\$208,977.00	23	\$11,500,000.00	4.79	\$116,105,680.00
VALOREM LLC	Approved	Statutory		\$0.00	\$1,154,775.00	100	\$3,902,500.00		
ARTISAN TECHNOLOGY GROUP LLC	Approved	Statutory		\$0.00	\$521,828.00	50	\$100,000.00		
LEVER1, LLC	Approved	Statutory		\$0.00	\$107,017.00	14	\$11,000.00		
SWIPESUM, INC.	Approved	Statutory		\$1,348,605.00	\$0.00	80	\$356,500.00		
CURATE, LLC FKA LOGOS IDENTITY LLC	Approved	Statutory		\$0.00	\$74,301.00	10	\$0.00		
KW'S GATEWAY RESEARCH CENTER, LLC	Approved	Discretionary		\$122,056.00	\$169,621.00	10	\$17,200,000.00	2.39	\$110,168,000.00
NORMAL BRAND, LLC	Approved	Statutory		\$0.00	\$93,560.00	12	\$585,000.00		

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Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 06/30/2019

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP ¹ in \$
MORAN FOODS, LLC DBA SAVE-A-LOT, LTD.	Approved	Discretionary		\$619,949.00	\$555,310.00	24	\$20,400,000.00	5.39	\$269,696,000.00
CORDELL PRACTICE MANAGEMENT GROUP, LLC	Approved	Statutory		\$0.00	\$291,370.00	10	\$1,425,000.00		
Total Statewide Works				\$10,613,055.00	\$32,646,613.83	3,742	\$433,321,715.00	Avg: 2.91	\$2,900,561,846.00
Missouri Works - Zone Works									
SMART BEVERAGE INC. DBA THIRSTY COCONUT	Approved	Statutory		\$0.00	\$1,106,360.00	325	\$54,444,450.00		
AVENUE LOGISTICS, INC.	Approved	Statutory		\$0.00	\$535,476.00	80	\$18,809,000.00		
BOILERMAKER-BLACKSMITH NATIONAL PENSION TRUST	Approved	Statutory		\$0.00	\$369,562.00	15	\$3,241,000.00		
CENTRAL SERVICE AND SUPPLY INC.	Approved	Statutory		\$0.00	\$38,186.00	7	\$976,000.00		
MARK II TRANSFER STATION LLC	Approved	Statutory		\$0.00	\$72,269.00	17	\$842,000.00		
O'REILLY HOSPITALITY MANAGEMENT, LLC	Approved	Statutory		\$0.00	\$59,362.00	10	\$14,736,890.00		
PHOENIX DECOR, LLC	Approved	Statutory		\$0.00	\$136,142.00	63	\$1,264,000.00		
PRESTON REFRIGERATION CO., INC.	Approved	Statutory		\$0.00	\$1,335,737.00	102	\$6,000,000.00		
SMITH SEED SERVICES, LLC	Approved	Statutory		\$0.00	\$90,943.00	38	\$24,500,000.00		
CENTRIC CONSTRUCTION GROUP LLC	Approved	Statutory		\$0.00	\$166,985.00	20	\$357,000.00		
LIFELINE FOODS, INC.	Approved	Statutory		\$0.00	\$164,807.00	13	\$10,500,000.00		
DEL CARMEN, LLC	Approved	Statutory		\$0.00	\$45,187.00	6	\$304,000.00		
SENSIENT COLORS LLC	Approved	Statutory		\$0.00	\$201,315.00	36	\$5,300,000.00		
DAKOTA BODIES LLC	Approved	Statutory		\$0.00	\$818,043.00	132	\$4,137,500.00		
INTERLOCK STEEL STRUCTURES (USA) INC	Approved	Statutory		\$0.00	\$47,350.00	8	\$421,096.00		
FLUID POWER SUPPORT, LLC	Approved	Statutory		\$0.00	\$30,898.00	12	\$349,000.00		
CNH REMAN, LLC	Approved	Statutory		\$0.00	\$538,283.00	149	\$17,890,000.00		
OPEN ROAD BRANDS, LLC	Approved	Statutory		\$0.00	\$41,698.00	3	\$220,000.00		

Note:
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Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP ¹ in \$
ROMA GROCERY CO.	Approved	Statutory		\$0.00	\$47,613.00	7	\$100,000.00		
GTI USA	Approved	Statutory		\$0.00	\$135,068.00	11	\$261,300.00		
CHARTER COMMUNICATIONS, INC.	Approved	Statutory		\$0.00	\$2,498,869.00	345	\$20,001,000.00		
RUSSELL CELLULAR INC.	Approved	Statutory		\$0.00	\$685,447.00	135	\$9,000,000.00		
JOHN T CHRISTY FINANCIAL SERVICES LLC	Approved	Statutory		\$0.00	\$21,665.00	3	\$140,000.00		
WILSON-MCSHANE CORPORATION	Approved	Statutory		\$0.00	\$1,073,914.00	89	\$3,614,600.00		
232-RENT, LLC DBA WORCESTER	Approved	Statutory		\$0.00	\$268,061.00	50	\$1,450,000.00		
PDC LABORATORIES, INC.	Approved	Statutory		\$0.00	\$146,773.00	22	\$8,164,183.00		
PORTER TELEO LLC	Approved	Statutory		\$0.00	\$21,244.00	4	\$1,100,000.00		
GADELLNET CONSULTING SERVICES, LLC	Approved	Statutory		\$0.00	\$808,951.00	62	\$1,768,000.00		
MRIGLOBAL	Approved	Statutory		\$0.00	\$831,991.00	53	\$4,500,000.00		
BASS PRO LLC	Approved	Statutory		\$0.00	\$243,511.00	20	\$0.00		
MOBILIZATION OPTIMIZATION STABILIZATION & TRAINING	Approved	Statutory		\$0.00	\$69,858.00	7	\$1,012,500.00		
Total Zone Works				\$0.00	\$12,651,568.00	1,827	\$215,403,519.00		
Total Ending 07/01/2018 - 06/30/2019				\$42,977,578.25	\$62,065,441.58	7,068	\$1,639,603,681.00	Avg: 2.91	\$2,900,561,846.00

Note:
1 GSP = Gross State Product

Missouri Works Report for Legislators Total Closed from 7/01/2018 to 6/30/2019

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized (Projected)	Total Benefits Issued (Actual)	New Jobs (Projected)
Missouri Works - Mega 140 Works							
SEDGWICK, LLP	Closed	Statutory			\$3,240,988.25	\$948,072.72	125
Total Mega 140 Works					\$3,240,988.25	\$948,072.72	125
Missouri Works - Retention Works							
FORREST T. JONES & COMPANY, INC.	Closed	Discretionary	215	214	\$1,666,731.00	\$1,666,278.60	
RSM US LLP FKA MCGLADREY LLP	Closed	Discretionary	133	128	\$1,413,699.00	\$1,230,553.00	
POPULOUS HOLDINGS, INC.	Closed	Discretionary	180	180	\$3,083,128.00	\$2,989,265.00	
Total Retention Works			528	522	\$6,163,558.00	\$5,886,096.60	
Missouri Works - Statewide Works							
BUNGE HOLDINGS NORTH AMERICA, INC	Closed	Discretionary			\$1,296,998.00	\$104,868.47	18
MEDICAL TRANSPORTATION MANAGEMENT, INC.	Closed	Statutory			\$165,348.64	\$161,458.00	30
KATALYST GROUP, INC.	Closed	Statutory			\$160,909.00	\$36,684.00	29
PROPHARMA MIS, LLC	Closed	Statutory			\$682,859.34	\$38,326.00	36
Total Statewide Works					\$2,306,114.98	\$341,336.47	113
Missouri Works - Zone Works							
RONNOCO COFFEE, LLC	Closed	Statutory			\$69,520.50	\$13,827.00	10
WILBERT FUNERAL SERVICES, INC.	Closed	Statutory			\$17,136.64	\$1,979.00	3
THE SCOULAR COMPANY	Closed	Statutory			\$16,331.25	\$14,714.00	4
CASSENS TRANSPORT COMPANY	Closed	Statutory			\$1,327,844.53	\$200,819.00	95
ENGINUIITY WORLDWIDE LLC	Closed	Statutory			\$56,539.00	\$24,439.00	5
Total Zone Works					\$1,487,371.92	\$255,778.00	117
Total Ending 07/01/2018 - 06/30/2019			528	522	\$13,198,033.15	\$7,431,283.79	355

Two Companies were disapproved/denied from the MO Works Program.

Note:

1 GSP = Gross State Product

New Jobs (Actual)	Projected Investment	Actual Investment	Net General Revenue Benefit Ratio (Projected)	Value-Added/ GSP in \$ (Projected)	Net General Revenue Benefit Ratio (Actual)	Value-Added GSP in \$ (Actual)
87	\$4,649,631.00					
87	\$4,649,631.00					
	\$3,000,000.00	\$6,786,855.74	4.1	\$1,801,000.00	1.67	\$2,007,000.00
	\$2,978,789.00	\$3,351,216.96	1.17	\$31,000.00	2.08	\$105,051,000.00
	\$7,000,000.00	\$0.00	1.24	\$977,000.00	4.62	\$258,852,000.00
	\$12,978,789.00	\$10,138,072.70	Avg: 2.17	\$2,809,000.00	Avg: 2.79	\$365,910,000.00
0	\$48,507,292.00		2.85	\$15,086,493.00	12.89	\$32,118,000.00
27	\$0.00					
	\$250,000.00					
8	\$255,000.00					
35	\$49,012,292.00		Avg: 2.85	\$15,086,493.00	Avg: 12.89	\$32,118,000.00
4	\$500,000.00					
1	\$1,500,000.00					
4	\$2,100,000.00					
22	\$2,750,000.00	\$111,448.01				
5	\$250,000.00	\$160,507.65				
36	\$7,100,000.00	\$271,955.66				
158	\$73,740,712.00	\$10,410,028.36	Avg: 2.34	\$17,895,493.00	Avg: 5.32	\$398,028,000.00

Proposal Assignment Tracking

(July 1, 2018 – June 30, 2019)

Project ID ¹	# of Business Days from PIR ² to RFP ³	# of Business Days from RFP to Proposal ⁴	# of Business Days from PIR to Response ⁵
1807007	2	4	1
1807004	5	1	6
1808001	9	1	0
1807010	1	2	1
1808003	0	4	0
1808004	1	3	4
1808008	0	3	0
1808007	0	3	0
1808006	0	3	0
1806020	2	1	0
1808010	4	2	6
1808005	3	2	5
1809002	10	1	4
1809003	11	2	4
1809006	16	3	3
1809005	7	4	2
1809004	1	2	1
1809007	5	5	4
1809010	14	1	5
1809012	14	1	3
1809008	2	5	2
1809009	0	4	0
1810002	5	5	0
1810001	0	3	0
1810003	0	2	0
1810004	3	1	3
1806003	2	3	5
1810005	0	4	0
1810010	6	1	1
1810007	0	3	3
1810012	2	1	0
1810013	0	1	0
1810006	2	2	4
1811001	3	5	1
1810009	1	6	7
1811005	1	2	0
1812003	17	2	19
1812006	22	3	25
1811006	6	2	8
1811007	9	4	13
1901002	36	3	39
1812004	11	3	2
1811009	0	2	0
1811013	3	2	0
1812001	0	3	0
1812002	22	4	0
1812005	0	3	3
1812005	0	3	3
1812010	5	3	5
1812007	0	2	2

Project ID ¹	# of Business Days from PIR ² to RFP ³	# of Business Days from RFP to Proposal ⁴	# of Business Days from PIR to Response ⁵
1812008	0	2	0
1812009	1	1	0
1901001	3	3	3
1901005	6	1	7
1901011	8	8	16
1901006	0	2	0
1901016	4	7	11
1901007	2	11	4
1901010	0	2	1
1901009	1	1	1
1901008	1	1	1
1901013	4	4	1
1901015	0	8	0
1901017	2	3	0
1902001	1	2	0
1902002	4	1	3
1902003	4	2	1
1902009	6	4	10
1902006	0	4	0
1902007	0	4	0
1902008	0	4	0
1903009	4	3	2
1903008	1	5	6
1903011	4	2	3
1903012	4	2	2
1903002	3	4	7
1903013	1	4	0
1903015	4	3	2
1903016	4	2	1
1904006	9	2	4
1904005	10	1	4
1904007	13	5	3
1904009	15	1	16
1905002	7	1	1
1904012	6	2	8
1905005	7	3	1
1905003	1	4	2
1905004	1	1	2
1904003	2	2	4
1906006	20	6	26
1906004	5	3	0
1906001	3	2	5
190608	1	4	0
1906009	1	4	0
Average Response Time in Days			3.74

1. Duplicate Project ID #'s indicate multiple requested proposals.

2. PIR = Date Completed Project Information Request is submitted to DED.

3. RFP = Date Request for Proposal is submitted to Finance.

4. Proposal = Date Proposal is completed and sent to Company.

5. Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.

